

# Produtor de tomates italianos com 100 anos de idade



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Uma oportunidade de adquirir um dos principais produtores italianos de produtos premium à base de tomate, com forte reconhecimento da marca, operações verticalmente integradas e presença internacional significativa.

A empresa opera em toda a cadeia de valor, desde o fornecimento de matéria-prima até os produtos acabados de marca, atendendo aos canais de varejo e de serviços de alimentação em todo o mundo.

Forte patrimônio da marca e reconhecimento do mercado

- Posicionamento premium na categoria de conservas de tomate italianas
- Inovação de produtos reconhecida, incluindo SKUs premiadas em 2025
- Reputação estabelecida de qualidade e autenticidade
- Alta fidelidade do consumidor nos mercados doméstico e internacional

Pegada internacional

- Negócios voltados para a exportação com forte penetração na Europa, América do Norte e outros mercados internacionais
- Rede de distribuidores bem estabelecida
- Presença crescente em redes de varejo premium

Operações verticalmente integradas

- Controle sobre o fornecimento, o processamento e a embalagem
- Instalações estratégicas de produção na Itália
- Relacionamento sólido com fornecedores agrícolas
- Cadeia de suprimentos eficiente com controle de qualidade em todas as etapas

Desempenho financeiro

- Crescimento consistente da receita apoiado pelo posicionamento premium

BUSINESS TYPE  
Empresas agrícolas

COUNTRY  
Itália

BUSINESS ID  
L#20261008

- Margens de EBITDA atraentes em comparação com as médias do setor
- Forte perfil de geração de caixa
- Desempenho resiliente nos segmentos de marca própria e de marca

#### Oportunidades de crescimento

- Expansão para novos mercados de exportação
- Maior penetração na América do Norte e na Ásia
- Extensões da linha de produtos e inovações premium
- Parcerias estratégicas com cadeias globais de varejo
- Melhorias na eficiência operacional

#### Produtos

- Passata de tomate premium
- Tomates pelados e picados
- Especialidades de tomate-cereja
- Linhas de produtos orgânicos e especiais
- Produção de marcas próprias para varejistas internacionais

#### Vantagens competitivas

- Fortes relações de fornecimento com agricultores italianos
- Posicionamento de qualidade superior
- Capacidade de produção escalável
- Relacionamentos duradouros com os clientes
- Inovação de produto reconhecida (vencedor do prêmio da categoria 2025)

#### Cientes internacionais de marca própria

- E.Leclerc

- Carrefour
- DIA
- Jardin Bio
- Sainsbury's
- ASDA
- Morrisons
- Supermercados Coles
- Waitrose
- Kaufland

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